

भारत का राजपत्र **The Gazette of India**

असाधारण

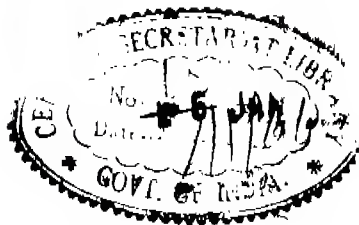
EXTRAORDINARY

भाग I—खण्ड I

PART I—Section 1

प्राधिकार से प्रकाशित

PUBLISHED BY AUTHORITY



सं० १८८] नई दिल्ली, मंगलवार, दिसम्बर २१, १९६५/अग्रहायण ३०, १८८७

No. 188] NEW DELHI, TUESDAY, DECEMBER 21, 1965/AGRAHAYANA 30, 1887

इस भाग में भिन्न पृष्ठ संख्या दी जाती है जिससे कि यह अलग संकलन के रूप में रखा जा सके।

Separate paging is given to this Part in order that it may be filed as a separate compilation.

MINISTRY OF COMMERCE

RESOLUTION

New Delhi, the 21st December 1965

COMMITTEE TO REVIEW THE WORKING OF EXPORT PROMOTION COUNCILS

No. 11(33)65-EAC.—Following a recommendation of the Estimates Committee of the Lok Sabha in their 48th Report, a Committee was appointed to review the working of Export Promotion Councils. The composition of the Committee was as follows:—

Chairman

- (1) Shri Prabhu V. Mehta, Director Calico Dyeing and Printing Mills Pvt. Ltd., Bombay.

Members

- (2) Dr. D. Banerjee, Director and Technical Adviser, National Rubber Manufacturers Limited, Calcutta.
- (3) Shri H. D. Shourie, Director-General, Indian Institute of Foreign Trade, New Delhi.

- (4) Shri M. K. K. Nayar, Managing Director, Fertilisers and Chemicals, Travancore.
- (5) Shri V. M. Srikumaran Nayar, Joint Chief Controller of Imports and Exports, Madras.
- (6) Dr. Ram Gopal Agrawal, Deputy Secretary, Federation of Indian Chambers of Commerce and Industry, New Delhi.

Member Secretary

- (7) Shri B. N. Nair, Deputy Director (Export Promotion), Bombay.

2. The Committee reviewed the working of Export Promotion Councils in all aspects, with particular reference to:—

- (a) Progress achieved by the Export Promotion Councils in membership, raising of finances, implementation of promotion measures and creation of institutional arrangements;
- (b) The directions in which the scope of the working of the Councils should be enlarged; and
- (c) Co-ordination and co-operation among Export Promotion Councils and related matters.

3. The Committee obtained the views of various interests in the form of replies to questionnaire and also recorded oral evidence in many cases. After detailed discussions, the Committee submitted its report to the Government containing several recommendations. A list of the recommendations is annexed.

4. Broadly, the Committee recommended the setting up of Commodity Boards for Cashew, Mica, Shellac, Spices and Tobacco; the introduction of uniform nomenclature for membership of the Councils; representation to the State Governments and Central Government on the important bodies of the Councils; preparation of a five-year budget for five-year programme of work; consumer-oriented publicity in all possible ways; briefing of delegations going abroad. Other recommendations aim at improvement in the working of existing institutional arrangements of the Councils and gearing up their activities to achieve the tasks ahead.

5. Government have since considered the Report in connection with the Export Promotion Councils and Commodity Boards and accept the following recommendations:—

- 1, 3, 4, 7, 12—15, 18—56, 58—66, 70—76, 78—81, 84, 87—93, 95—101, 103, 105, and 106.

6. The following recommendations have been accepted with some modifications as indicated in the Annexure:—

- 16, 68, 69, 82, 83, 85, 86, 102 and 104.

7. The following recommendations have been referred to a Technical Committee and to Specialised Agencies for further examination:—

- 2, 6, 8—11, 17, 67, 77 and 94.

8. Only two recommendations—5 and 57 have not been found acceptable. Recommendation No. 5 relates to formation of Commodity Boards for Mica, Shellac, Spices, Tobacco and Cashew. With regard to the formation of Boards for Mica, Shellac, Spices and Tobacco, Government are of the opinion that the existing institutional arrangements are adequate. With regard to formation of a Board for Cashew, Government have decided to constitute a Development Council for the present and to review its working after one year.

As regards recommendation No. 57, Government are of the opinion that pre-inspection work involving penal aspects would conflict with promotional activities of Export Promotion Councils. Government, therefore, feel that Export Inspection Council for agencies like Agricultural Marketing Adviser should carry out preinspection work.

ORDER

Ordered that the Resolution be published in the Gazette of India and a copy thereof communicated to all concerned.

ANNEXURE

Sl. No.	Gist of recommendations	Decision of Govt. of India thereon
1	2	3
8.1	Export Promotion Councils need to be strengthened particularly bearing in mind the export targets for the Fourth Plan and the steps that have to be taken both in the matter of releasing exportable surpluses and for meeting the growing world competition.	Accepted.
8.2	Export Promotion Councils should continue to be registered under the Companies Act, but they should get exemption from some of the irksome provisions of the Act.	Referred to the Technical Committee.
8.3	The procedure for amendment of the constitution of the Councils should be made simpler and where the concurrence of the Ministry of Commerce is needed, no delays should occur.	Noted.
8.4	In the interest of democratic functioning of the Councils, a provision should be made for conciliation or similar procedure so that resort to legal remedies may be minimised.	Accepted in principle.
8.5	Commodity Boards should be formed for cashew, mica, shellac, spices and tobacco.	Government have examined the recommendation and have decided that there appears to be no need for the formation of commodity boards in respect of Mica, Shellac, Spices, and Tobacco, as present institutional arrangements are adequate. With regard to Cashew, the Government have decided to constitute a Development Council for the present and to review its working after one year.
8.6	The task of enrolling new members has to be done with a good deal of care and responsibility. An occasional analysis should also be made about the export performance, achievement and allied matters of the existing members.	Referred to the Technical Committee.
8.7	To the extent possible, there should be a uniformity in the nomenclature of the types of membership; the Councils should consider prescribing a lower fee for small-scale manufacturers and exporters.	Accepted.
8.8	A positive move forward should be made for making it obligatory for all those who are registered with the Councils to become their members.	Referred to the Technical Committee.

1	2	3
8.9	By convention, the eligibility of members to serve on the Committee of Administration should generally be limited to two consecutive terms. A voluntary acceptance of this procedure is feasible and desirable.	Referred to the Technical Committee.
8.10	Wherever necessary, an appropriate representation be given to various interests in the Councils such as by reservation of seats for different commodity groups.	Referred to the Technical Committee.
8.11	The practice of nominating officials as Chairmen of the Councils should yield place to the election of chairmen excepting where it might be considered absolutely necessary to nominate an official or a non-official as a chairman for an initial period or where there are overriding or compelling reasons to make an official or a non-official nominee as president during a particular year or period.	Referred to the Technical Committee.
8.12	To the extent possible, it should be ensured that one person does not continue to remain chairman for years together, and certain healthy conventions should be established.	Accepted.
8.13	Most of the Councils should have separate committees for (a) Finance, Administration and Programme; (b) Registration and Memberships; (c) Export Assistance; (d) Publicity and Exhibition; (e) Quality Control and Complaints; (f) Development and Technical matters.	It should be left to the Councils to decide the number of Committees. This recommendation is for guidance.
8.14	To avoid the plethora of Committees which have been constituted, a review should be made by the Councils themselves so as to amalgamate various committees under the above heads.	Accepted.
8.15	To achieve a greater degree of commodity specialisation the panels of the Councils should be given a greater degree of autonomy in formulating recommendations and they should be provided with proper secretarial assistance. The panels should also have appropriate representation on the Committee of Administration.	Accepted.
8.16	Appropriate recruitment rules should be evolved and proper Model Service Rules framed by the Councils. The Question should be studied afresh by the Federation of Indian Export Organisations.	The Councils could frame the Service Rules themselves.
8.17	There should be a judicious bifurcation of the developmental and administrative functions; the developmental aspect should be the major concern of the chief executive of the Council, who might be designated as Executive Director.	This is already covered by the recommendations at 8.11.

1

2

3

-
- | | | |
|------|--|----------|
| 8.18 | The Export Promotion Councils should concern themselves most actively and vigorously with problems of product development as also in the major task of locating exportable surpluses. | Accepted |
| 8.19 | It would be desirable for the Councils to draw up in advance suitable training programmes and to take advantage of the facilities that are available. | Accepted |
| 8.20 | It is desirable to make regional offices more autonomous and to give regional committees greater responsibility. The regional offices must be manned properly and efficiently so as to render full assistance and guidance to the exporters of the region. | Accepted |
| 8.21 | While the policy of Branch expansion should not be pushed forward too far, a joint regional office should be opened at Bombay for the cashew, marine products and spices Export Promotion Councils and certain other offices opened by other Councils. | Accepted |
| 8.22 | In certain cases, it would be useful to appoint accredited agents or correspondents instead of opening full fledged foreign offices in the very beginning. Yet in certain other cases, instead of opening new offices, frequent visits by the officers can be more rewarding. Where a foreign office exists, it should be better equipped and reoriented to the sale of Indian products and for creating market opportunity. The foreign officer should be as little desk-bound as possible. | Accepted |
| 8.23 | Every Council should have a regular programme of (i) Advertisements and features articles in newspapers; (ii) Radio talks; (iii) Seminars; and (iv) Participation in joint exhibitions at important centres in the country. | Accepted |
| 8.24 | Special brochures should be prepared in non-technical language and often in regional languages and a comprehensive mailing list prepared to govern their distribution. | Accepted |
| 8.25 | There should be a continuous process of obtaining basic information in respect of each country. For this purpose every Councils should establish a point of contact in that country. | Accepted |
| 8.26 | Arrangements should be made with the India Government Commercial Representatives that information about tenders with the requisite Tender forms should be furnished to the councils. A reasonable sum should be made available to the Commercial Representatives for purchase of the Tender forms. | Accepted |
-

1

2

3

- § 27 Councils should have in their possession full information about the production, domestic consumption, exports, prices, quality, raw material supplies and other particulars about the commodity under their charge. This information supplemented by the information collected from the markets in foreign countries from competing sources of supply in other countries should give the Council a complete and integrated picture of the international trade in that commodity, against which background the Councils would have to evolve its promotional policies. Accepted
- § 28 Every Council should regularly publish a Home Bulletin, containing a synthesis of all the above information. Accepted
- § 29 It should be the business of the Councils to locate a manufacturer or an exporter who can export those types of goods in respect of which trade enquiries have been received by it and to persuade him to send quotations. Accepted
- § 30 It will be necessary in the interest of obtaining a picture about the export potential of a commodity for each of the Councils to conduct Market Surveys in many non-traditional markets. Accepted
- § 31 The Councils should have a fairly good idea of what it wants to know, before launching a Market Survey project. Accepted
- § 32 Particular care has also to be devoted to the selection of the agency to conduct a market survey. The ultimate choice should be left to the Council. Accepted
- § 33 Government's contribution prescribed in the Code of Grants-in-aid towards Market Surveys to be conducted during the next 5 years may be raised from 66 2/3% upto 100%. Accepted
- § 34 Early steps should be taken to publish the Market Survey report and distribute it free among its members, and on payment basis to non-members. Also a detailed examination of the report should be undertaken by the Councils' Secretariat so as to highlight the points which require attention. Accepted
- § 35 Where the examination reveals promising possibilities the Council should prepare a project and include it in its programme of work. Accepted
- § 36 Every Council should interest itself in the developmental activities of the commodities with which it is concerned, where such product has an export possibility and persuade the producer concerned to produce the requisite type of product and ex- Generally Accepted

port it. It should maintain close liaison, take the help of the Government agency concerned with the development of the commodity to achieve this object, where its own direct effort with the manufacturer does not produce results.

- 8.37 Operational projects which synthesise various factors like objectives, class of persons towards whom the project should be directed, the media, timing, finance, implementing, coordinating and assessing agencies should be drawn up by each Council. Accepted

- 8.38 Major efforts will have to be made through specialised publications catering to the needs of particular groups. Special brochures may have to be prepared keeping in mind the class of persons among whom the brochure will be circulated and the contents arranged accordingly so as to be of interest to that class of persons. In several departmental stores, physical demonstrations are occasionally conducted by enterprising local businessmen. The project should provide for participation in such demonstrations. Hotels, restaurants and other eating establishments should also be made use of in popularising many of the food products sought to be exported. Exhibition of special films dealing with the commodity may be arranged to follow such demonstrations. The project could also be extended to embrace the various trainees in different fields. It may be possible to invite engineers and mechanics from foreign countries for training in some of the factories in India so that on their return, they being familiar with Indian machines, would be more inclined to include them in their itinerary. Accepted

- 8.39 It should be ensured that the goods are available on the shelves when the programme is in full swing. Also, better publicity is likely to be secured when the project coincides with other events like an Exhibition or the visit of an important personage. Accepted

- 8.40 In preparing the project, it would be advisable to take the help of a specialised agency. The implementation of the project could be entrusted to this agency itself. India Government Commercial representatives in the country concerned may be requested to watch the progress of the implementation and to assess its effects so that the Council could modify the programme from time to time depending upon developments. Accepted

1	2	3
8.41	Consumer oriented publicity aimed at a class of consumers likely to be interested in commodities falling within the purview of different Councils is very often necessary partly to create an image of India as a producer of a whole range of commodities and partly to ensure that one group of consumers are not approached by several agencies from India. Consumer oriented Publicity covering the commodities falling within the jurisdiction of different councils should be one of the functions of the F.I.E.O.	Accepted
8.42	Instead of taking disjointed steps or steps calculated to meet an immediate need, a programme of general publicity ranging over the whole spectrum of such measures would bring better results.	Accepted
8.43	The publicity of programme of the Council may consist of a Foreign Journal, Commodity pamphlets, folders, catalogues and points of sale literature.	Accepted
8.44	Every Council should take advantage of the facility afforded by the external services of All India Radio to broadcast talks on Indian products. All India Radios should translate these talks and rebroadcast them in its foreign language broadcasts. Similar broadcasts should be made by the India Government Commercial Representatives from the local stations in the countries to which they are accredited.	Accepted
8.45	Advertisement by Indian firms in Commercial programmes in foreign countries may be permitted, provided such advertisement is made in the local languages of those countries. Reserve Bank should automatically grant necessary foreign exchange for this purpose on the recommendation of the Councils.	Accepted
8.46	Each Council should produce a colour musical film on the important products under its purview for exhibition to selected audience.	Accepted
8.47	A good starcast feature film with a background of India's industrial development or Indian plantations might be accepted for broadcast on the T.V. in several countries.	Accepted
8.48	Each Council should prepare what are termed as 'Motivation material' consisting of gift packets of products, articles like table pepper grinder, cigarette lighter, and articles like desk calendars, ashtrays, pen-holders etc.	Accepted
8.49	The Councils should become members of the Indian Council of Trade Fairs and Exhibitions. Each Council should as far as possible arrange to exhibit its pro-	Accepted

1	2	3
	ducts in that section of the exhibition allotted to similar products rather than collect and show several widely different products under one roof.	
8.50	Exhibition in special shows normally produce a more direct impact while the effect of participation in general shows is expected to be of long range value. These being complementary to each other the Councils should devote equal attention to the special exhibitions as to general shows.	Accepted
8.51	Delegations should be directed towards non-traditional markets, where a previous market survey has shown the existence of a good potential for developing exports. In so far as traditional markets are concerned the Council should send sales teams.	Accepted
8.52	Before a delegation is sent adequate preparatory work should be done by the Councils not only in properly selecting the personnel but also in briefing them about the various relevant factors, which are necessary to make the mission a success.	Accepted
8.53	The number of persons on a delegation not be too many. The Councils should be given complete discretion in the choosing of the members of delegations provided that such choice is made at a formal session of the Committee of Administration of the Council. Certain guide lines should be followed by the Councils in this respect.	Accepted
8.54	A drill should be adopted for the purpose of briefing the members of the delegations; the work of the delegation abroad, and the follow-up action thereon.	Accepted
8.55	Councils should endeavour to invite one or two teams a year from abroad for the purpose of studying India's export capacities in particular commodities, to make actual purchases or to satisfy themselves of the quality of Indian products.	Accepted
8.56	It should be the endeavour of every Council to open one or two offices abroad, depending upon the potential for expansion in those markets. Every Council should draw up in consultation with the Institute of Foreign Trade a programme for briefing and training these officers and for providing refresher course periodically.	Accepted
8.57	As far as possible, preshipment inspection operations should be done by the respective Councils themselves. Even where owing to the initial in-experience of the Councils a mechanism for Supervision of the Councils work by other agencies has been provided, the time has now come for the supervision to be withdrawn. All activities includ-	It is felt that pre-inspection work involves also a penal aspect which will conflict with promotional activities of Export Promotion Councils which need not therefore undertake this work. The Export Inspection Council or agencies like Agricultural Marketing Adviser could carry out pre-inspection work.

1

2

3

ing pre-shipment inspection in respect of tobacco, spices and cashew should be exclusively undertaken by the Boards suggested by the Committee.

- 8-58 Every Council should become a member of the Indian standards Institution and should be assigned an important role in the work of drawing up the specifications. Accepted
- 8-59 Publicising quality control measures is a very important aspect of export promotion which should be given greater attention than hitherto. The responsibility for conducting such publicity should rest with the different Export Promotion Councils. Accepted
- 8-60 Export Inspection Act should be resorted to whenever compulsory export inspection is decided upon by Government. Accepted
- 8-61 Each proposal for export assistance should be carefully analysed in consultation with technical authorities before the Council send up its recommendations to Government. Accepted
- 8-62 In respect of the implementation of the Export Assistance Schemes, the Councils should assume more responsibility than what they are doing now. Concurrent with the enlargement of the responsibility of the Councils, arrangements should be made to ensure that every application is scrutinised by the Secretariat of the Council against a check sheet which should be drawn up for this purpose with the help of the licensing authorities. Accepted subject to final responsibility being that of the licensing authorities.
- 8-63 Each Council should prepare card index of all their members and registered exporters and obtain information periodically from receiptants of import entitlement licences that the foreign exchange in respect of exports made has been brought into the country and the relevant banker's certificate obtained within the stipulated period of six months. Special care must be taken to pursue the cases where advance licences have been granted under export assistance scheme. E.P. Councils must have a close liaison with the customs authorities for a random checking of exports of sensitive items and to special destinations including free ports. Liaison should also be established with the Reserve Bank in the matter of examination of the problems of receipt and on back remittance of foreign exchange for items where export assistance scheme operate. Accepted

1

2

3

- 8-64 Council should, in the process of administration of these schemes build up sufficient knowledge from past experience so as to be able on the one hand to recommend changes in the extent of assistance and the items to be licensed and on the other to educate the applicants in preparing their applications and documents in proper order and shape. Such knowledge should also be used to detect cases of over-invoicing and under invoicing. Accepted.
- 8-65 Councils should recommend whether an all-Industry rate of drawback should be fixed for a commodity or whether rates should be fixed for different brands of that commodity. Councils should maintain up-to-date copies of drawback notifications, circulate both the schedules of the drawback notifications containing the entries relevant to the exporters, circulate amendments concerning all the relevant items, and re-circulate corrected schedules to members every year. Councils should also play a more positive role in assisting exporters and acquainting them with the procedure of draw-back. Accepted.
- 8-66 Same type of assistance should be rendered by the Councils to exporters in the matter of preparing data for negotiations of shipping freight concessions with the conference lines. Accepted.
- 8-67 A more systematic approach to settle commercial disputes on the lines indicated should be made. Wherever possible a standard contract form for use by the exporters should be adopted or at least a clause relating to arbitration provided for inclusion in the respective contracts. This is under consideration of the Indian Council of Arbitration.
- 8-68 Five-year budget should also be accompanied by Five-Year Programme of work on broad lines. The basic budget and the programme of work should be prepared by the Councils for 2 to 3 years depending upon the export product.
- 8-69 The five year programme may be divided into yearly programmes partly for the purpose of getting the yearly budget approved and partly to give it more detailed shape and substance. Scrutiny of budget and programme at the beginning of the year should be fairly thorough so that there will be hardly any occasion to either change the programme during the year or to require the Councils to approach Government again for sanction of a particular project or activities. Co-ordinating point for the Ministry could be the Commodity Section dealing with the particular commodity which falls within the jurisdiction of the Council.

1	2	3
8-69 <i>Contd.</i>	In view of the fact that the intention is not to make further changes in the programme during the year, all correspondence relating to the Council's activities in the different spheres should be canalised through the Commodity Section, so that the latter having regard to the financial resources of the Council and the programme of work of the Council could process the ideas which emanate from other branches before the Councils are asked to take interest in the matter.	Accepted (as read with recommendation No. 8-68)
8-70	The Councils should have not only a machinery for implementing the programme but also a machinery to watch its progress and accordingly a "performance audit" should be undertaken by each Council. A separate machinery should be set up by each Council for this purpose directly responsible to the executive Vice-Chairman.	Generally accepted
8-71	The promotional and developmental aspects of each Council need to be strengthened, the financial base adequately established and operational strength ensured in the administration, especially against the extended scope of the co-ordinated working envisaged with the Federation of Indian Export Organisations and the different Government Agencies.	Accepted
8-72	Adequate control should be exercised by the Councils in the administration of funds for specified purposes and certain standard norms of expenditure followed. The present type of Audit should be extended to ensure constant and continuous check over expenditure under different heads in relation to the performance. Workload at different points should be assessed from time to time.	This recommendation should also be read alongwith recommendation at 8-87. Government agree that in addition to the present audit of the Accounts of the Councils, there should be a "performance audit".
8-73	Regarding the categories of members and the differentiation of membership fees, it would be appropriate for the Federation of the Indian Export Organisations to go into the question in detail to see whether and to what extent any uniformity may be attempted in these fields among the Councils.	Accepted
8-74	Membership should be broad-based to include the manufacturers and exporters of the particular group of items and, where ever applicable, only those who are full-fledged registered members of the Council should get the benefit of export assistance from the Council.	Accepted
8-75	The contributions from Market Development Fund should be liberalised, particularly in the earlier stages for generating greater effort.	Accepted in principle.

1	2	3
8-76	Where there is no export assistance scheme in operation, the rates of service charges may be suitably adjusted upwards in the interest of netting higher revenue.	Accepted.
8-77	Sufficient funds should be provided to the Cotton Textiles Export Promotion Council and other Councils on as independent basis as possible. As regards the scale of pre-shipment inspection levies, they should generally be within the range of 0.1 to 0.3 per cent of the F.O.B. value of exports so as not to constitute an undue burden on exports. Adequate matching grants should be provided by Government in all cases.	Referred to the Technical Committee.
8-78	The proceeds realised from the agricultural cess, if it is not abolished, should be given to the concerned Export Promotion Councils and such of the Commodity Boards, whose formation the Committee has recommended.	The recommendation is noted by Government.
8-79	It is necessary to establish a pattern of expenditure conducive to the growth of the Councils vis-a-vis achievements of targets as planned.	Accepted.
8-80	The Councils should adhere to the principles of judicious expenditure of funds because Governments grants are involved. Each Council should review its bye-laws framed under its rules and regulations for this purpose in accordance with the approved budgets. There is also need for having a certain degree of uniformity in the matter of delegation of financial powers in the various Councils.	Accepted.
8-81	It is desirable to have some uniformity in pay scales etc. in the lower posts commensurate with the emoluments available in competing commercial organisations or commercial houses and bearing in mind the regional differences in pay scales which exist in different parts of the country.	Most of the Councils have adopted uniformity pay scales in the lower posts. The recommendation is generally accepted.
8-82	There should be a segregation of routine administrative matters from the purely developmental aspect of the organisation. Wherever circumstances so warrant, the Council should be allowed to frame their budget on the basis that expenditure on administration in India might go up to 45% of the total.	This Ministry feels that the expenditure on administration excluding expenditure on specific projects and capital expenditure should not be more than 33 per cent of the total expenditure of the Council. The budget proforma suggested by the Prabhu Mehta Committee will be suitably amended. This recommendation should be read with recommendation at 8-85.
8-83	In order to increase the revenue from publications and advertisements receipts, the Councils should distribute the publications judiciously and create an increased interest on the part of exporters to advertise in the journals brought-out by the Councils.	This recommendation is generally acceptable. Government feel that all publications except those meant for distribution abroad should be priced. The Councils may distribute these publications free of cost to such Government Departments, Organisations, members etc. as each Council may decide. Publications should be as far as possible be self-financing.

1

2

3

-
- 3.84 The relationship between the expenditure on direct promotional activities and export performance has to be properly established by each Council. Noted.
- 3.85 Government should " bear increasingly the grant on expenditure on direct export promotional activities. Revenue from membership fees and service charges could be utilised by the Councils to meet the direct administration expenditure in India. This is covered by recommendation at 3.82.
- 3.86 Regarding the preparation of the Budget and its approval by Government a detailed plan of action has been suggested. This includes the framing of budgets on a five yearly basis, its approval by a Standing Committee etc. A model standard budget proforma has also been drawn up. This is covered by recommendation at 3.68.
- 3.87 The audit should not be confined to the financial side of the programme but should also evaluate every item of expenditure against the objective of achieving the planned export targets. This is covered by recommendation at 3.72.
- 3.88 It is obviously necessary that coordination should continue to be strengthened between the Councils and the various Sections of the respective Divisions of the Ministry of Commerce. Accepted.
- 3.89 The meeting of the Chairman and Secretaries of the E. P. Councils should be held every six months and it would be desirable to convene one or two meetings in a year in the other important towns like Bombay, Calcutta, Cochin and Madras. Accepted.
- 3.90 In view of the great importance of stimulating export promotion effort at the level of the States, certain measures to be taken by State Governments and the Councils have been indicated. Noted.
- 3.91 In view of the useful work that is being done by the Port Export Promotion Advisory Committee, the Export Promotion Councils which have their head offices or local regional offices in the towns concerned should take continuing interests in the working of these Committees. Noted.
- 3.92 The Federation of Indian Export Organisations (FIEO) has an important role to play in the export effort of the country and active steps should be taken to see that it starts functioning effectively very soon. Noted.
-

1

2

3

- 8-93 There should be a regular exchange of publications between export Promotion Councils and selected institutions such as the Federation of Indian Chambers of Commerce and Industry, the Associated Chambers of Commerce and the All India Manufacturer's Organisation. It might also be advantage to the Councils to associate a representative of specialised Associations in their Committees. Noted
- 8-94 The Chairman or the Executive Director of an Export Promotion Council should be an ex-officio member of the concerned Development Council or the other specialised body and the Chairman or a nominee of that body should be the ex-officio member of the concerned Export Promotion Council. Referred to the Technical Committee.
- 8795 There is need for intensification of efforts to house all Export Promotion Councils and or their Regional Offices in one building in each major centre, and similar efforts to locate foreign offices of some Export Promotion Councils in the same premises in a foreign city. Accepted
- 8-96 There is need for the continuance of the system of posting joint directors and deputy directors at the various posts of the Ministry of Commerce and the strengthening of their organisations, Generally accepted
- 8-97 The principles governing the formation of new Councils should include the value of exports, intensity of the problems faced by the commodity concerned in the export market, extent of competition, growth possibilities of the export of the product etc. Generally accepted
- 8-98 The question of taking promotional measures in respect of commodities not now covered by the Councils, Commodity Boards and other organisations should be examined from time to time by the Federation of Indian Export Organisations with a view to suggesting the linking of particular commodities to an existing Organisations or to suggest the formation of new E. P. Councils. Generally accepted
- 8-99 The Federation of Indian Export Organisations should identify the commodities in respect of which coordinated effort is required and where more than one Council is concerned, to make suggestions to Government from time to time to evolve suitable procedures for making the product available and use in another industry at international prices. This Ministry would welcome such initiative from the Federation of Indian Export Organisations.

1	2	3
8-100	It would be desirable to constitute panels under each Council covering individual products to give a sense of participation to every exporter in the field. Taking the Engineering Council as an illustration it is suggested <i>inter alia</i> that panels should be constituted at centres where the industry is concentrated; these should work more or less on autonomous basis; proper arrangements should be made for representation of these interests in the Regional Committee as also the working Committee of the main Council; the Regional Committee should have a greater degree of autonomy and should directly receive from the Ministry of Commerce all communications relating to the scheme administered by them. Arrangements have also been suggested for processing of suggestions regarding revision of export assistance scheme, sending of delegations, general publicity etc. by the panels or regional Committee.	Accepted
8-101	The need for product specialisation is imperative in engineering goods and it is possible that circumstances might warrant the setting up of separate bodies to look after the specific interest of certain products or group of products.	Accepted
8-102	The organisational base for giving guidance and assistance to entrepreneurs and exporters for establishment of joint ventures and for promoting exports of capital equipment and services should be strengthened. To supplement the work at the Government level for this purpose a separate non-official organisation should be created.	Starting of new non-official organisation for the purpose of giving assistance to joint ventures etc. is not considered necessary at present in view of the existing organisation arrangements.
8-103	As regards the expansion of the activities it is stressed that the Councils should concern themselves in projecting India's image as a steady supplier of quality goods through appropriate co-ordinated joint publicity programmes etc. and be a reliable store house of information.	Accepted
8-104	The suggestion for setting up an Export Industries Materials Corporation under the aegis of certain Councils should be pursued.	If there should be need, Export Promotion Council, may constitute corporate bodies by raising funds from the trade for handling imported as well as local raw materials for allocation to export industries. The administration of the corporate bodies will vest with the Councils.
8-105	Some of the Councils should concern themselves with the problems of price control and stabilisation.	Government would welcome suggestions in this regard from the Export Promotion Councils.

I

2

3

- 8-106 Certain other direction such as greater interest in problems of packaging, purposeful effort in studying the possibilities of exporting finished products, inspection of goods sent for exhibitions abroad or for display in showrooms, extension of quality control schemes between collection and dissemination of statistical and other information in conjunction with the DGCI&S etc. have also been suggested. Accepted.

A. C. BANERJEE, Jt. Secy.

वाणिज्य मंत्रालय

संकल्प

नई दिल्ली, 21 दिसम्बर, 65

निर्यात संवर्द्धन परिषदों की कार्यगति का पुनरीक्षण करने के लिये समिति

सं० 11(33)65-ई० ए० सी०—लोक सभा की अनुमान समिति के 48 वें प्रतिवेदन में की गई एक सिफारिश का अनुगमन करते हुये निर्यात संवर्द्धन परिषदों की कार्यगति का पुनरीक्षण करने के लिये एक समिति नियुक्त की गई थी। समिति का संगठन इस प्रकार था :—

- (1) श्री प्रभु वी० मेहता, निदेशक, केलिको डाईंग एण्ड प्रिंटिंग मिल्स प्रा० लि०, बम्बई. अध्यक्ष
- (2) डा० डी० बनर्जी, निदेशक तथा तकनीकी सलाहकार, नेशनल रबड़ मेन्युफैक्चरर्स लि०, कलकत्ता। सदस्य
- (3) श्री एच० डी० शौरी, महानिदेशक, इण्डियन इन्स्टीट्यूट ऑफ फारेन ट्रेड, नई दिल्ली ”
- (4) श्री एम० के० के० नायर, प्रबन्ध निदेशक, फर्टीलाइजर्स एण्ड केमीकल्स, ब्रावनकोर ”
- (5) श्री बी० एम० श्रीकुमारन नायर, संयुक्त मुख्य नियंत्रक, आयात तथा निर्यात, मद्रास। ”
- (6) डा० राम गोपाल अग्रवाल, उप-सचिव, भारतीय वाणिज्य तथा उद्योग चम्बर संघ, नई दिल्ली ”
- (7) श्री बी० एन० नायर, उप-निदेशक, (निर्यात संवर्द्धन), बम्बई ”

2. समिति ने निर्धारित संवर्द्धन परिषदों की कार्यगति का समस्त पहलुओं में पुनरीक्षण किया और ऐसा करते समय निम्न बातों का विशेषतः ध्यान रखा :

- (क) निर्धारित संवर्द्धन परिषदों द्वारा सदस्यता, वित्त प्राप्ति, संवर्द्धन उपायों की क्रिया-विधित और संगठन व्यवस्थाओं में की गई प्रगति ;
- (ख) वे दिशाएँ जिन पर परिषदों के कार्यक्षेत्र का विस्तार होना चाहिये ;
- (ग) निर्धारित संवर्द्धन परिषदों के मध्य समन्वय और सहयोग तथा सम्बन्ध मामले ।

3. समिति ने प्रस्तावली के उत्तरों के रूप में विभिन्न हितों के विचार प्राप्त किये तथा बहुत से मामलों में मौखिक साक्षियाँ भी लेखबद्ध कीं । विस्तृत विचार के पश्चात् समिति ने सरकार को अपना प्रतिवेदन दे दिया जिस में कई सिफारिशों की गई हैं । सिफारिशों की एक सूची अलग से बाद को प्रकाशित की जायगी ।

4. मोटे तौर पर समिति ने काजू, अम्रक, चपड़ा, मसाले और तम्बाकू के लिये वस्तु बोर्ड बनाने परिषदों की सदस्यता के नामों में एक रूपता लाने; परिषदों के महत्वपूर्ण संगठनों में राज्य तथा केन्द्रीय सरकारों को प्रतिनिधित्व देने; पंचवर्षीय कार्यक्रम के लिये पंचवर्षीय बजट बनाने ; उपभोक्ताओं की दृष्टि से संभव संभव उपायों द्वारा प्रचार करने, विदेशों को जाने वाले शिष्टमण्डलों को जानकारी देने की सिफारिशों की हैं । अन्य सिफारिशों का लक्ष्य परिषदों की वर्तमान संगठन व्यवस्था की कार्यगति में सुधार करना और उन के आगे प्रस्तुत कार्यों में सफलता प्राप्त करने के लिये प्रेरणा देना है ।

5. सरकार ने निर्धारित संवर्द्धन परिषदों और वस्तु बोर्डों सम्बन्धी प्रतिवेदन पर विचार कर लिया और नीचे लिखी सिफारिशों स्वीकार कर ली हैं :—

1, 3, 4, 7, 12—15, 18—56, 58—66, 70—76, 78—81, 84, 87—93, 95—101, 103, 105 और 106 .

6. नीचे लिखी सिफारिशों थोड़े संशोधनों के साथ स्वीकार की गई हैं जैसा कि अनुबन्ध में बताया गया है :—

16, 68, 69, 82, 83, 85, 86, 102, और 104.

7. नीचे लिखी सिफारिशों और अधिक विचार किये जाने के लिये तकनीकी समिति तथा विशेषज्ञ अभिकरणों को सौंप दी गई हैं :—

2, 6, 8—11, 17, 67, 77, और 94.

8. केवल दो सिफारिशें अर्थात् 5 और 57 स्वीकार किये जाने योग्य नहीं पाई गई हैं । सिफारिश स ० 5 अम्रक, चपड़ा, मसाले, तम्बाकू और काजू के लिये वस्तु बोर्ड बनाने के बारे में है । अम्रक, चपड़ा, मसाले और तम्बाकू के लिये बोर्ड बनाने के बारे में सरकार का मत है कि वर्तमान संगठन व्यवस्था पर्याप्त है । काजू के लिये एक बोर्ड बनाने के बारे में सरकार ने निश्चय किया है कि अभी एक विकास परिषद् बना दी जाय और एक वर्ष बाद उसकी कार्यगति का पुनरीक्षण किया जाय ।

जहां तक सिकारिण संख्या 57 का प्रश्न है, सरकार का मत है कि दण्ड सम्बन्धी पूर्ब निरीक्षण का कार्य निर्यात सवर्द्धन परिषदों के संबर्द्धन कार्यों में बाधक सिद्ध होगा । इसलिये सरकार यह अनुभव करती है कि निर्यात निरीक्षण परिषद् अथवा कृषि बिपणन सलाहकार जैसे अधिकारियों को पूर्ब निरीक्षण कार्य करना चाहिये ।

आदेश

आदेश दिया जाता है कि यह संकल्प भारत के राजपत्र में प्रकाशित कर दिया जाय और इसकी एका-एक प्रति समस्त सम्बन्धों को भेज दी जाय ।

अ० च० बूनर्जी,
संयुक्त सचिव ।

